

DELAWARE MANUFACTURING EXTENSION PARTNERSHIP (DEMEP)

Delaware Manufacturing Extension Partnership (DEMEP) is a federally and state funded non-profit organization committed to helping Delaware's manufacturers improve their global competitiveness. DEMEP is a National Institute of Standards and Technology (NIST) accredited Center that uses a comprehensive holistic approach to business improvement. The Delaware MEP operates as a recipient through Delaware Technical Community College in partnership with the U.S Department of Commerce, NIST, the Delaware Office of Economic Development, and the Delaware State and local Chambers of Commerce.

Through these partnerships DEMEP draws its resources from local and national universities, community colleges, research institutions, private consultants and a network of over 60 MEP centers nationwide. With these unique relationships, the Delaware MEP can provide its clients confidential access to their industries best practices, processes and business improvement methodologies. DEMEP and the nationwide NIST MEP network have developed a collection of tools, products and services customized to meet the unique needs of Delaware's Manufacturers.

ECONOMIC IMPACT

MEP Center impacts are based on clients surveyed in FY2020



\$25.6 Million

Total Increased/Retained Sales



387

Total Increased/Retained Jobs



\$14.5 Million

New Client Investments



\$5.4 Million

Cost Savings

CONTACT US



400 Stanton-Christiana Rd.
Suite A-158
Newark, DE 19713



(302) 283-3131



www.demep.org



rstoops1@dtcc.edu

DEMEP Delaware
Manufacturing
Extension
Partnership

3P HELPS BRING NEW SCHOOL TECHNOLOGY TO AN OLD SCHOOL INDUSTRY

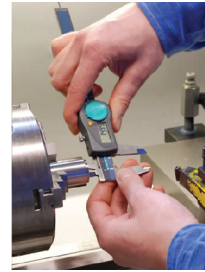
ABOUT PTM MANUFACTURING, LLC. PTM Manufacturing, LLC, is an industry leader in advanced HVAC system air distribution and insulations technologies designed to improve building energy efficiency, reduce total energy consumption, and lower cost. PTM has developed and currently produces patented products that improve energy efficiency, reduce total energy consumption, and lower overall run costs. Their products are sold under the names of Dual-Tech® and Techna-Duc®, and they maintain the sole license for Kingspan KoolDuct® in the Northeastern region.

THE CHALLENGE. As PTM grew and developed, it faced the typical challenges of many small to mid-sized manufacturers – surviving in a tough economy and managing growth. All HVAC systems use ductwork, but PTM had to convince an entire industry to do things in a new way by using one of their products instead of the standard sheet metal solution. As PTM began to prove its products' potential and grow, PTM President Pete Faverio knew it needed processes to grow in a strategic way. After receiving a letter from the Delaware Manufacturing Extension Partnership (DEMPEP), part of the MEP National Network™, they decided to meet and find out if DEMPEP could help them face their challenges.

MEP CENTER'S ROLE. Initially, DEMPEP helped PTM improve the efficiency of their manufacturing processes. Through Value Stream Mapping, DEMPEP was able to assist PTM with its entire manufacturing process and create a vision of what that process should look like. PTM, with the help of DEMPEP, then began implementing some advanced manufacturing concepts which enabled production output to increase by 350 percent. With this increased output, they were able to price their products more competitively so they could offer a superior product at a price similar to other less effective technologies. As awareness and demand for the product grew, the company needed more space. When PTM purchased a larger building, they called on DEMPEP again to ensure they were setting up the new facility to maximize its potential. DEMPEP trained the employees on how to apply the 3P process to take a proactive approach to developing an advanced, efficient manufacturing facility. The 3P process created a full-size mockup of the new plant floor layout and allowed the employees to go through a trial run on all processes to ensure they functioned in the most effective way.

"DEMPEP doesn't tell you what to do. They were there to listen to our ideas and assist us in helping pick the most logical and best parts of everyone's input. Our employees take pride in knowing that they were instrumental in developing the new factory. DEMPEP was the outside eye that we needed to help us see the big picture. We now know how to look at the whole picture when often we were too close to the work to see what the end result should be."

-Pete Faverio, President



RESULTS



350% improvement to throughput



Profits have doubled for the last **5** years

DEMPEP Delaware Manufacturing Extension Partnership